



Total Talk

1%
commission

* GST, admin and minimum fee applies.
Licensed Agent REAA 2008

May/June 2015

Smart Homes go Mainstream

I must confess the idea of a fully automated home slightly terrifies me. I love the simplicity of turning lights on and off with switches and not worrying about whether my TV is recording private conversations. Yet it's impossible to deny the benefits and efficiencies that can come from the new home automation products now on the market.

So what is home automation? Common in a lot of new homes now is the ability to change the heating and lighting, turn on your home theatre system (to the channel you want), play music from your iPod anywhere in your house and shut your home down for the night all with the touch of a button.

Another magic device available now goes so far as to learn our patterns, then modifies the temperature accordingly on its own. Other products offer energy monitoring and even water leak detection.

Even the big techno giants are really getting behind this. Google recently invested \$3.2 billion dollars to buy a company behind some of the highest profile home automation products now available. Meanwhile, Samsung announced its Smart Home initiative, which gives you control over TVs and appliances from your Galaxy smartphone.

The world of the Jetsons remains a few years off, but however you look at it or whichever side of the fence you sit on, smart homes appear to be the way of the future.



Budget 2015: New Property Tax Rules

Prime Minister John Key has announced that Budget 2015 will include a new measure to fairly tax property speculators. From 1st of October this year, any capital gains on residential investment property sold within two years of purchase will be automatically taxable.

This new "bright line" test applies to all residential properties, unless the property is the seller's main home, inherited from a deceased estate or transferred as part of a relationship property settlement.

Prior to this rule change, we only had an intentions-based test. If you bought an investment property, then the question was "did you intend to rent it or did you intend to buy and then sell it?" If you intended to buy it and sell it then you were taxed at the marginal rate, however this intention is difficult to prove. What they are now saying is that if you buy and sell your property within two years, your clear intentions were to make a profit so you have to pay tax on it.

Mr Key said the new laws would make it easier for the IRD to catch residents and foreigners attempting to cheat the system.



1% Myths Exposed

Definition of 'Myth': "an invented story, idea, or concept"

Myth 3: "If Total Realty only charge 1% commission while others charge 3.95% then they must be cutting corners..."

THE TRUTH: Total Realty does not cut corners. We can offer a low commission rate because we have created a modern, efficient, technology centric and streamlined business. Other companies charge a high commission rate to cover overheads such as franchise fees, CEOs, offshore spending, multi-tiered management structures, lavish offices, and outdated office systems, none of which contribute directly towards selling your home. Where do our huge savings go? Straight to you.

Brain Workout - Cryptic Clues

Why not try these "Cryptic Clues"?

Example: 365 D in A Y

Answer: 365 Days in a Year

- 1 1000 M in a K
- 2 64 S on a CB
- 3 60 M in an H
- 4 13 L in a BD
- 5 13 = UFS
- 6 12 M in a Y
- 7 11 P in a ST
- 8 S T on a F
- 9 12 S of the Z
- 10 90 D in a RA

Email us with the answers at enquiries@totalrealty.co.nz to go into the draw to win a \$30 coffee culture voucher. Two to be won.

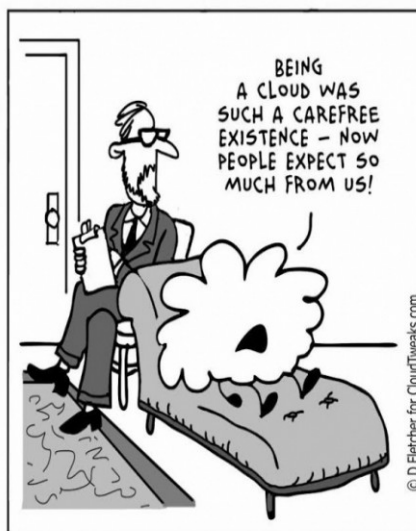
Congratulations to Kerry Jenkinson, and Daryl Paterson who were our winners last month.

Laughter is the best medicine

I'm sure a doctor would argue with the word "best" and I admit when I first read about laughing clubs a few years ago, I'm pretty sure that I laughed out loud.

But we can't deny the facts. Researchers have found that adults who laugh about 15 times a day, have decreased stress, improved immune systems, and boosted endorphin levels.

If nothing else, laughter does ensure that we live in the moment. So make sure you have enough chuckles in your day!



"Thinking of selling? Call us today!"

Rachael Cone, AREINZ
Business Owner / Principal
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Stats - FROM THE - Street

Median Sale Prices

May 2015 (vs May 2014)

National (+7.0%)	\$460,000
Christchurch (-3.1%)	\$422,000
Rangiora (-8.2%)	\$436,000
Timaru (+5.9%)	\$314,750
Nelson (+2.5%)	\$386,250
Richmond (+3.4%)	\$415,000
Dunedin (+5.2%)	\$284,163

What people are saying about us

"I have worked with approximately 6 real estate agencies when selling houses and Total Realty has undoubtedly been the best of those.

I have felt throughout the process that there is always something happening and I have been well informed.

Your low fees give you the front running as far as the value proposition goes and with agents delivering great service it ensures people come back.

I have personally recommended customers to Total Realty based on the experience I've had.."

M & C Parris